

Message Text

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PAGE 01 STATE 176126
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FM SECSTATE WASHDC
TO AMCONSUL KADUNA PRIORITY
INFO AMEMBASSY LAGOS PRIORITY

UNCLAS STATE 176126

E.O. 11652: NA

TAGS: BEXP, NI

SUBJECT: PRODUCT OPPORTUNITY - A.C., C.I., AND G;I.
PIPE FOR PROVINCIAL WATER SUPPLY PROJECT

REF: STATE 170386

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) OF USDOC HAS RECEIVED COPY OF MR. ALHAJI M;S. UMORU'S LETTER OF JULY 14 TO MR. C. MICHAEL MCDANIEL OF AMERICAN CAST IRON PIPE CORPORATION (CONSULATE ALSO COPIED ON SAME LETTER) IN WHICH UMORU REQUESTED QUOTES FOR ASBESTOS CEMENT (AC) AND GALVANIZED IRON (GI) PIPE. UMORU MET WITH MCDANIEL IN SIPS OFFICES DURING HIS VISIT DESCRIBED IN REFTEL. SINCE MEETING, UMORU HAS APPARENTLY CONFUSED HIS CONVERSATION WITH MCDANIEL WITH OTHERS HE HAD DURING SAME VISIT SINCE AMERICAN CAST IRON MAKES ONLY CAST IRON PIPE AND DOES NOT SUPPLY EITHER AC OR GI PIPE. THEREFORE, AMERICAN, WITH UNCLASSIFIED

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WHOM SIPS HAS SPOKEN IN DISCUSSION OF UMORU'S LETTER, IS UNABLE TO BE OF ANY HELP FOR THESE REQUIREMENTS.

2. WHILE VISITING SIPS, UMORU SPOKE WITH MR. JAY BAKER OF CERTAINTTEED CORP. (P.O. BOX 860, VALLEY FORGE, PA 19482) RE AC PIPE AND APPEARED TO BE VERY SATISFIED

WITH THAT CONTACT. SIPS ALSO TRIED TO PUT HIM IN TOUCH WITH MR. DAVE RICE OF JOHNS-MANVILLE (BOX 5108, KEN-CARYL RANCH, DENVER CO 80217) RE SAME REQUIREMENT BUT WAS UNSUCCESSFUL IN REACHING RICE UNTIL AFTER UMORU HAD LEFT U.S. RICE TOLD SIPS HE WOULD WRITE UMORU WITH PRODUCT INFORMATION;

3. GALVANIZED STEEL (AS SUBSTITUTE FOR GALVANIZED IRON WHICH IS ONLY AVAILABLE FROM WHOLESALERS IN QUANTITIES NEEDED) REQUIREMENT WAS OF INTEREST TO U.S. STEEL CORP. (1625 K STREET, N.W., WASHINGTON, DC 20006, ATTN: MR. BILL BIRNEY). BIRNEY SPOKE WITH UMORU DURING LATTER,S VISIT TO SIPS.

4; A SECOND CONTACT FOR SUPPLY OF CAST IRON PIPE WITH WHOM UMORU SPOKE WAS MR. ANDRIS RITUMS OF U.S. PIPE AND FOUNDRY CO. (3300 1ST AVE; N., BIRMINGHAM, AL 35202). BOTH RITUMS AND MCDANIELS OF AMERICAN CAST IRON ARE INTERESTED IN CAST IRON PIPE REQUIREMENT WHEN THAT INFORMATION IS AVAILABLE.

5. ACTION REQUESTED: WOULD APPRECIATE POST CONTACTING UMORU (ADDRESS AND PHONE IN REFTEL) AND EXPLAINING WHY AMERICAN CAST IRON MUST BE UNRESPONSIVE TO REQUEST FOR AC AND GI PIPE QUOTATION. ALSO SUGGEST THAT POST REVIEW SUPPLIERS, AS DISCUSSED IN PREVIOUS PARAGRAPHS, UNCLASSIFIED

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WITH UMORU AND EMPHASIZE CONTINUED USG INTEREST TO ASSIST IN LOCATING SUPPLIES HE IS SEEKING. PLEASE ADVISE USDOC/ SIPS RESULTS OF POST,S MEETING WITH UMORU; WILL AWAIT CONTACTING FIRMS ON AC AND GI PIPE REQUIREMENTS UNTIL ADVISED. VANCE

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